STAT

ER-87-3776X

EXECUTIVE SECRETARIAT
ROUTING SLIP

TO:		ACTION	INFO	DATE	INITIAL
1	DCI				
2	DDCI				
3	EXDIR				
4	D/ICS				
5	DDI				
6	DDA	X			
7	DDO				
8	DDS&T				
9	Chm/NIC				
10	GC				
11	IG				
12	Compt				
13	D/OCA				
14	D/PAO				
15	D/PERS				
16	D/Ex Staff				
17					
18					
19					
20					
21					
22					
	SUSPENSE		Date		

Remarks

STAT

STAT

Ex_____
23 Dec '87
Date

3637 (10-81)

ROUTING AND TRANSMITTAL SLIP Date :28 DEC 87

TO: (Name, office symbol, room number, building, Agency/Post). | Initials | Date

DIRECTOR OF INFORMATION TECHNOLOGY

Action	File	Note and Return
Approval	For Clearance	Per Conversation
As Requested	For Correction	Prepare Reply
Circulate	For Your Information	See Me
Comment	Investigate	Signature
Coordination	Justify	

REMARKS

#1 - FOR ACTION: PLEASE RESPOND DIRECT WITH

     DROP COPIES TO ER AND DDA.

SUSPENSE: 05 JANUARY 1988

04 Jan 88 - Rose in OIT advised that negative
             verbal response give to Mitre this
             date. sd

DO NOT use this form as a RECORD [...] ncurrences, disposals,
             clearances, an[...]

FROM: (Name, org. symbol, Agency/Post) | Room No.—Bldg.

HENRY P. MAHONEY, ADDA | Phone No.

5041-102   ☆U.S.GPO:1986-0-491-247/20047   OPTIONAL FORM 41 (Rev. 7-76)
                                                  Prescribed by GSA
                                                  FPMR (41 CFR) 101-11.206

DDA SUBJECT FILE COPY

MITRE

7 December 1987
D12-923

Director
Central Intelligence Agency
Washington, DC   20505

Dear Gentlemen:

You are cordially invited to attend The MITRE Corporation's twelfth
annual Seminar for Senior Government Executives, to be held from
15 through 19 February 1988, at the Williamsburg Lodge and Conference
Center in Williamsburg, Virginia. The theme of this year's seminar is
"Impact of Converging Technologies on Information Systems Acquisition."

MITRE is an independent, not-for-profit company established in 1958
by the U.S. Air Force and the Massachusetts Institute of Technology to
provide system engineering to the government. As part of our unique
service, MITRE sponsors these seminars to explore major technical and
policy issues faced by the federal executives who are responsible for
the planning, acquisition and management of modern information systems.
Seminar attendance is by invitation only and is limited to approximately
30 senior decisionmakers. Speakers are industry, government, and
academic leaders in the fields of information processing and
telecommunications. Sessions are conducted in an informal, off-the-
record environment intended to stimulate discussion and maximize
interaction among speakers and participants.

This year's seminar will focus on the evolving information system
technologies and how they are expected to impact government information
systems design and acquisition. It will also discuss some of the
difficulties and risks of acquiring systems using advanced technology
given constrained budgets, foreign technology developments, and changing
procurement environments. A brochure describing this year's program and
an application form are enclosed.

Director   -2-   7 December 1987
                                                     D12-923

    Applications for the Seminar will be handled on a first-come, first-served basis. We hope that you will be able to attend. If you cannot, your recommendation of another appropriate senior representative from your organization would be appreciated.

    To help us complete seminar arrangements in a timely manner, we would appreciate receiving your application by 5 January 1988. You will be notified of your acceptance after your registration has been processed. Please direct your reply, or any question you might have about the seminar, to our seminar chairman, Mr. William B. Stevens at (703) 883-7434.

    We look forward to meeting you in Williamsburg and being able to discuss with you the issues raised as part of the seminar.
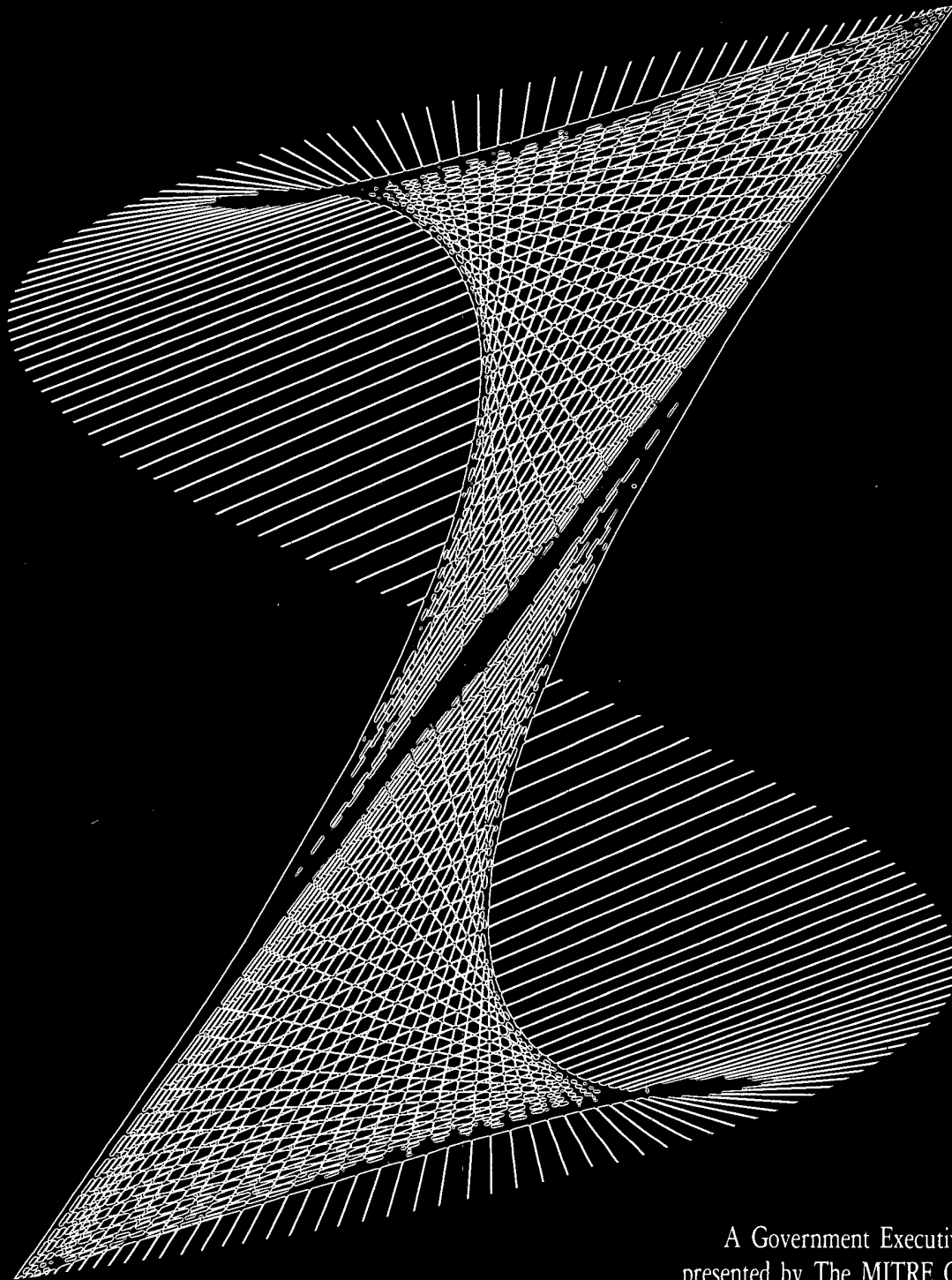
S. William Gouse
Senior Vice President and
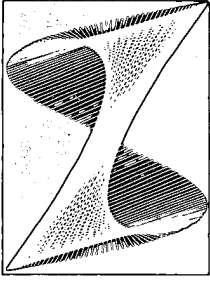 General Manager
Civil Systems Division

Edward C. Brady
Senior Vice President and
  General Manager
Washington C3I Division

Technology Impact
on Information Systems Acquisition

A Government Executive Seminar
presented by The MITRE Corporation
Williamsburg Lodge, Williamsburg, VA
February 15 through 19, 1988

A
Government
Executive
Seminar

Technology
Impacts on
Information
Systems
Acquisition

Purpose

This seminar will bring together key federal and industry executives to examine how information system technology may affect government information systems management and acquisition. Presentations and discussions will address advancing information system technologies and ways their convergence could impact systems designs in the future; innovative new system developments and ways new technologies have been infused into them; problems faced in inserting new technologies into U.S. government procurements; and approaches for improving U.S. government system acquisitions.

Approach

The seminar will provide a comprehensive program of sessions presented by recognized leaders in information processing and telecommunications. The sessions will be conducted in an informal, off-the-record environment intended to stimulate discussion and maximize interaction among speakers and participants. Total enrollment is strictly limited to ensure this environment.

Background

Continuing advances are being made in technology areas that relate to information systems. Areas of recent interest include parallel processing, multimedia communications, microelectronics, superconductivity, optical processing, neural networking, artificial intelligence, reusable software, and fifth-generation programming languages. These technologies portend continued rapid increases in processing power and the volume of information available to the user, both in and out of the workplace. A broader spectrum of users will be supported by now-viable systems that were not technically or economically feasible a few years ago.

This accelerating surge in technology development and application is having a substantial impact on information systems design, development, and acquisition. The federal executive who is acquiring an information system is faced with a complex array of problems and risks. One of the key decisions to be made is whether to buy off-the-shelf products or to fund development of an agency-specific system.

Acquiring off-the-shelf products means that not all system requirements may be met. For example, government-required communications protocols, program languages, and documentation may not be available. Ownership of proprietary software may become an issue as well. Moreover, leapfrogging technology may make the recently acquired product obsolete by the time it is actually delivered. This problem may be further complicated by federal procurement mechanisms that stretch the time from initial bid to actual delivery.

The alternative to acquiring off-the-shelf products is to fund development of a system that fully meets the government's requirements. For some systems, such as advanced command and control systems, there may be no alternative. For most new information systems, however, the high risks and costs of system development must be carefully weighed against the presumed advantages. For example, is increased system security and compatibility with government communications protocols worth significantly higher life-cycle costs?

This conference will explore the various growing and converging technologies, address when they might be available in the marketplace, and examine how they will impact information processing system development and acquisition. It will also address some of the difficulties and risks involved in acquiring systems that use this new technology.

The spirograph illustration on the cover was created on a Sun Workstation in MITRE-Washington's Software Engineering Laboratory and enhanced on an Apple Macintosh using "Adobe Illustrator." The illustration was then typeset by the MITRE-Washington Technical Publications Department using a Linotronic 100.

Program

Monday, February 15

Registration: 3:00–5:00 p.m.
Reception and Dinner:
6:00–9:00 p.m.
KEYNOTE ADDRESS
The Honorable Senator
Robert C. Byrd
Democrat, West Virginia

From his perspective as Senate Majority Leader, Senator Byrd will discuss his views on government spending priorities as they might relate to information systems acquisition. The Senator will also discuss the technology interests of West Virginia.

Tuesday, February 16

Growing and Converging Technologies

Advances in data processing and telecommunications technologies continue to influence the way we work and communicate in our professions, in our homes, in our schools and universities, and in our leisure-time activities. Major advances are expected to provide inexpensive data processing power and storage capacity through the application of technologies such as superconductivity and micro-miniaturization. Other major improvements are expected with advances in multi-media communications and network security technologies, as well as in expert systems and human interaction technologies.

Sessions this day will provide a broad perspective on growing and converging information system technologies, what new opportunities they present, where they are going, when they might be available, and what the impact on systems will be. The first session will present the futurists' views on where these technology advances may lead in the next several years. Presentations will then be made in both data processing and telecommunications technology. The final session of the day will address advances in information system security.

Speakers:
Morning
Dr. Nicholas Negroponte
Professor and Director
The Media Laboratory
Massachusetts Institute
of Technology
Dr. Abraham Peled
Vice President of Systems
Thomas J. Watson Research Center
IBM Corporation
Afternoon
Mr. Roy P. Weber
Director, Systems Architecture
AT&T Bell Laboratories
Mr. Patrick R. Gallagher
Director
National Computer Security Center
National Security Agency

Wednesday, February 17

New System Directions

The explosive growth of information system technology and its applications is best exemplified by some of the more innovative commercial information systems, which impact us daily. This day's sessions will provide a sampling of some of the more creative commercial systems now under development or in operation. Topics will include the following: sophisticated graphics and word processing capability tied into a nationwide printing and distribution system; a corporate-wide information systems modernization, based on a state-of-the-art switched digital telecommunications system, for one of the nation's largest companies; a field data collection system used by a transportation company that has frequently been a leader in the development of advanced information systems; and insights into the latest thinking by financial institutions regarding customer service automation.

Throughout the sessions, the emphasis will be on the incorporation of new technologies to achieve cost-effective functional improvements.

Speakers:
Morning
Mr. Thomas Curley
President
USA Today
Mr. Thomas D. Streeter
Corporate Vice President
Electronic Data Systems Corporation
Afternoon
Mr. Gerald C. Durand
Vice President
Management Information Systems
Norfolk Southern Corporation
Mr. John Fisher
Vice President and
First Bank Card Project Manager
AT&T

Thursday, February 18

Acquiring Technology in Government Systems

Government executives face major problems in acquiring systems that incorporate new technology. Of concern is how to ensure state-of-the-art capability in a system when it is delivered, rather than simply when it is first conceived. Some of the factors to be considered include the use of off-the-shelf products (nondevelopment items) versus government funding of developments, the use of foreign products with potentially better performance, and acquisition approaches that may be more responsive to technology-oriented systems.

Sessions this day define different aspects of these broad problems.

Following these three sessions, time will be provided for participants to engage in independent study.

Speakers:
Morning
Mr. Donald C. Latham
Vice President, Systems Group
Computer Sciences Corporation
Dr. Allen Salisbury
CONTEL
Afternoon
Mr. Thomas L. Moser
Program Director
National Aeronautics and Space
Administration
Evening
Banquet Speaker:
General Alain Cremeiux
French Army

Friday, February 19

New Directions for Acquisitions

The government is continually faced with the need to acquire new systems. There has been much publicity and interest regarding how the government might better manage the injection of new technology in these systems.

The President's Blue Ribbon Commission on Defense Management, chaired by David Packard, published a report, "A Quest for Excellence," in June 1986 that sets a model for establishing improved acquisition contracting. Many program managers and industry leaders lay the blame for procurement difficulties on the U.S. government's way of doing business. Congressional influence, forced competition, burdensome acquisition procedures, and insufficient responsibility and authority have been cited as contributing to the problem. The session this day will address planned acquisition improvements at the Office of Management and Budget.

Following the above session, a wrap-up session will be conducted to review key points emerging from the conference presentations and discussions.

Speaker:
Morning
Mr. Joseph R. Wright, Jr.*
Deputy Director
Office of Management and Budget
Wrap-up Session
Moderator:
Mr. Charles C. Joyce, Jr.
Senior Vice President
Network Strategies, Inc.

*Tentative

Format

The seminar will begin on Monday evening, February 15, 1988, with a reception, dinner, and keynote address, and will continue through lunch on Friday, February 19. On Tuesday and Wednesday, there will be four 1½-hour sessions, two in the morning and two in the afternoon, as well as 1-hour informal discussion sessions after dinner. On Thursday, there will be two 1½-hour sessions in the morning and a 1½-hour session in the afternoon, followed by a 3-hour period for independent study. Friday morning will begin with 1½ hour session followed by a 1-hour wrap-up to summarize and analyze the results of the week's discussions. Thursday evening, a seminar banquet will be held at the Kingsmill Golf and Country Club. With the exception of the keynote dinner and banquet, dress for all events will be casual.

Registration

You may register for the conference by returning the enclosed application form. The seminar is intended for senior executives at the SES and flag rank military level and above. Consideration will be given to GS-15 equivalent applicants on an exception basis, in consideration of the scope of their responsibilities. Tuition of $525 covers reading materials and seminar costs. Fees for lodging of approximately $78 per day, plus personal charges and travel expenses, are not included in the tuition.

Accommodations

The seminar will be held at the Williamsburg Lodge and Conference Center in Williamsburg, Virginia, approximately a 2½-hour drive from the Washington, DC area. Room reservations will be handled by The MITRE Corporation. Attendees should plan to arrive between 3:00 and 5:00 p.m. on Monday, February 15, for registration, which will be followed by a reception, dinner, and keynote address. Provision will be made for accepting telephone messages through the Williamsburg Lodge and Conference Center.

About the MITRE Corporation

The MITRE Corporation is an independent, not-for-profit corporation working entirely in the public interest. Over 29 years of experience in solving varied, complex problems for government agencies has kept MITRE immersed in state-of-the-art technology, policy analysis, and systems engineering involving computers and communications. This experience has given MITRE an in-depth understanding of the problems and issues being created by the growth and use of this new technology; changing requirements, costs, and budgets facing the government; and new legislation and policies affecting agencies that serve the needs of our nation. This is the twelfth consecutive year that MITRE has sponsored a seminar for senior government executives in decision-making roles involving information systems.

For additional information, please contact:

Mr. William B. Stevens
Department Head
Command and Control Information Systems
The MITRE Corporation, W936
7525 Colshire Drive
McLean, Virginia 22102
(703) 883-7434